



FOREIGN COMPARATIVE TESTING (FCT) PROGRAM

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PURPOSE OF FCT PROGRAM

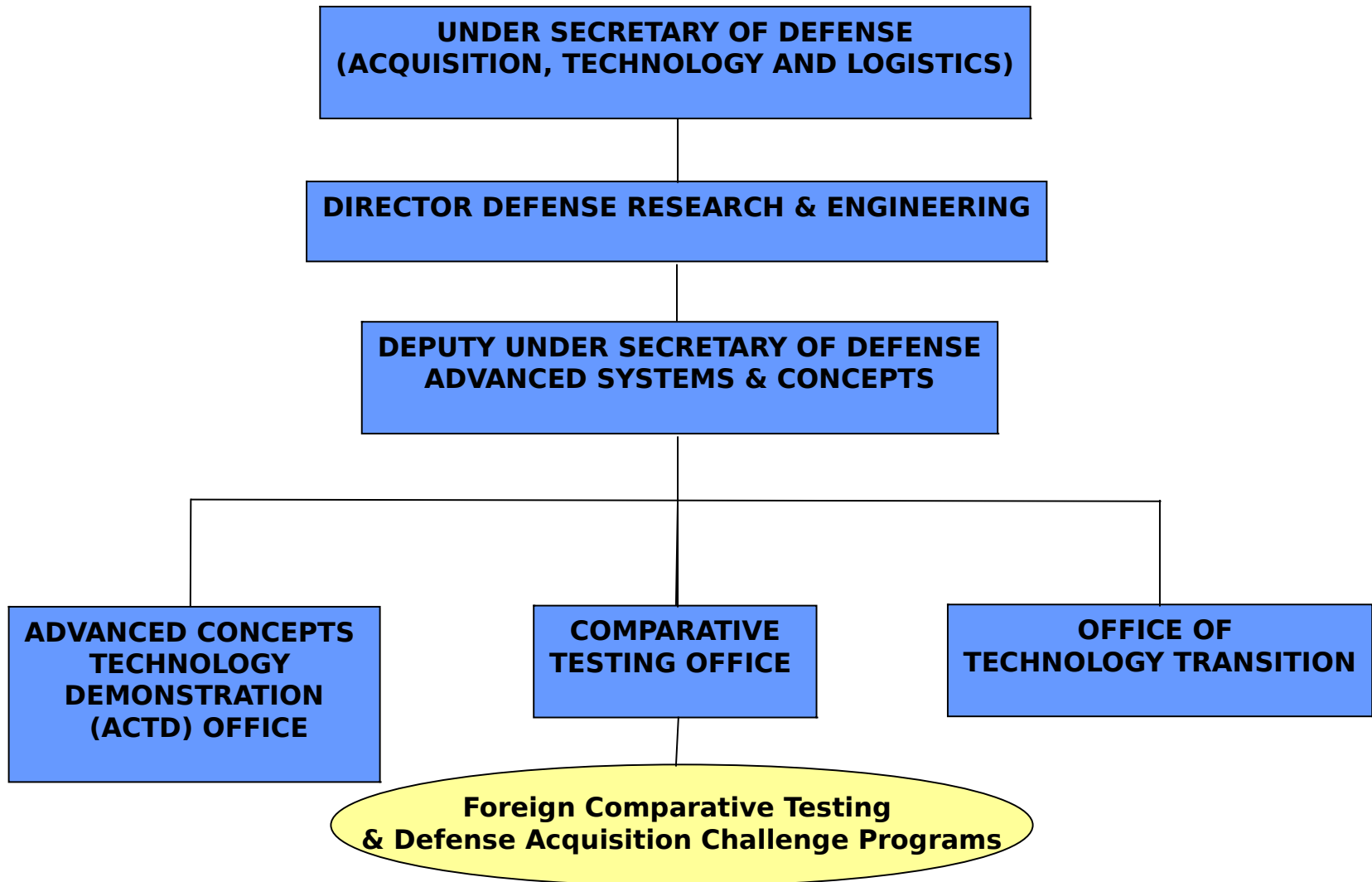
**TEST AND EVALUATION
OF FOREIGN**

**NON-DEVELOPMENTAL EQUIPMENT
THAT**

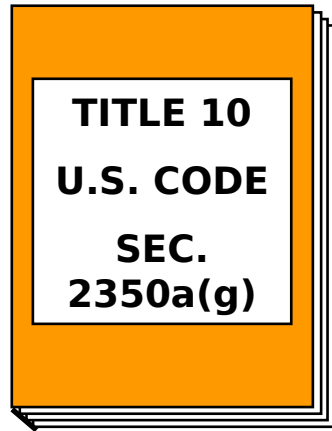
**DEMONSTRATES POTENTIAL
TO**

SATISFY SPONSOR REQUIREMENTS

FCT ORGANIZATION IN OSD



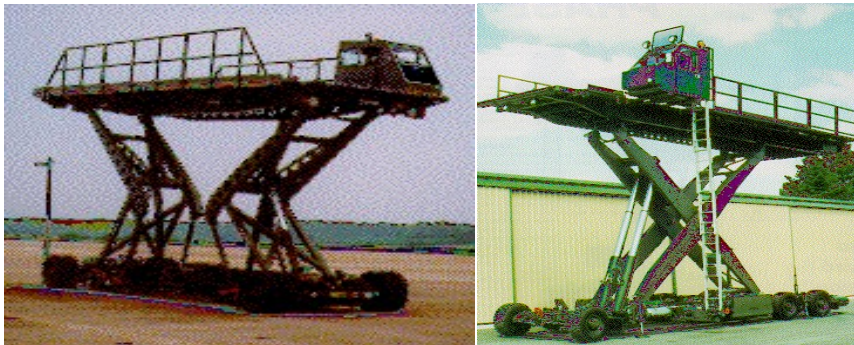
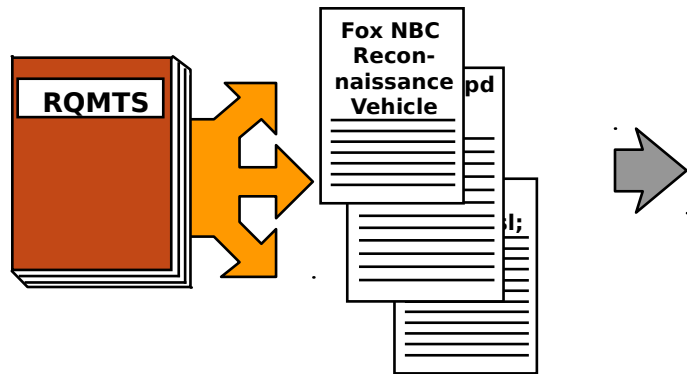
FCT AUTHORITY AND POLICY



- **CONGRESSIONALLY AUTHORIZED PROGRAM**
- **CONSISTENT WITH DOD ACQUISITION GUIDANCE**
- **KEY OBJECTIVES**
 - **IMPROVE WARFIGHTING CAPABILITY**
 - **ACCELERATE FIELDING**
 - **SAVE TAXPAYER FUNDS**

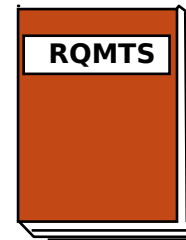
CATEGORIES OF FCT PROJECTS

TEST TO PROCURE - HIGHEST PRIORITY



25K Loaders (Australia & UK)

COMPARATIVE TEST



F-14 Digital Flight Control

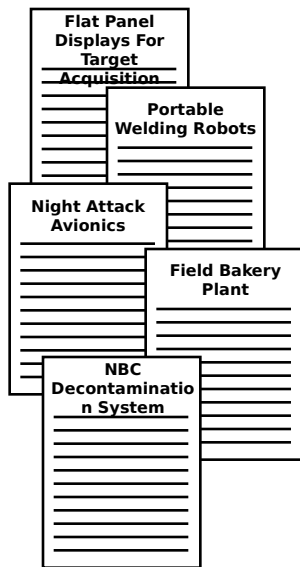
QUALIFICATION TEST

FCT ACTUAL TESTING



**SPONSORS (ARMY, NAVY, MARINES,
AIR FORCE, USSOCOM)
PLAN AND CONDUCT THE TESTING**

ANNUAL FCT CYCLE



High Mobility Excavator (Australia)



Night Attack Avionics (UK/Italy)

**SUMMARY
PROPOSALS
TO
OSD**



JAN

**DRAFT
PROPOSALS
TO
OSD**



APR

**FINAL
PROPOSALS
TO
OSD**



1 JUN

**OSD REVIEW
COMMITTEE**



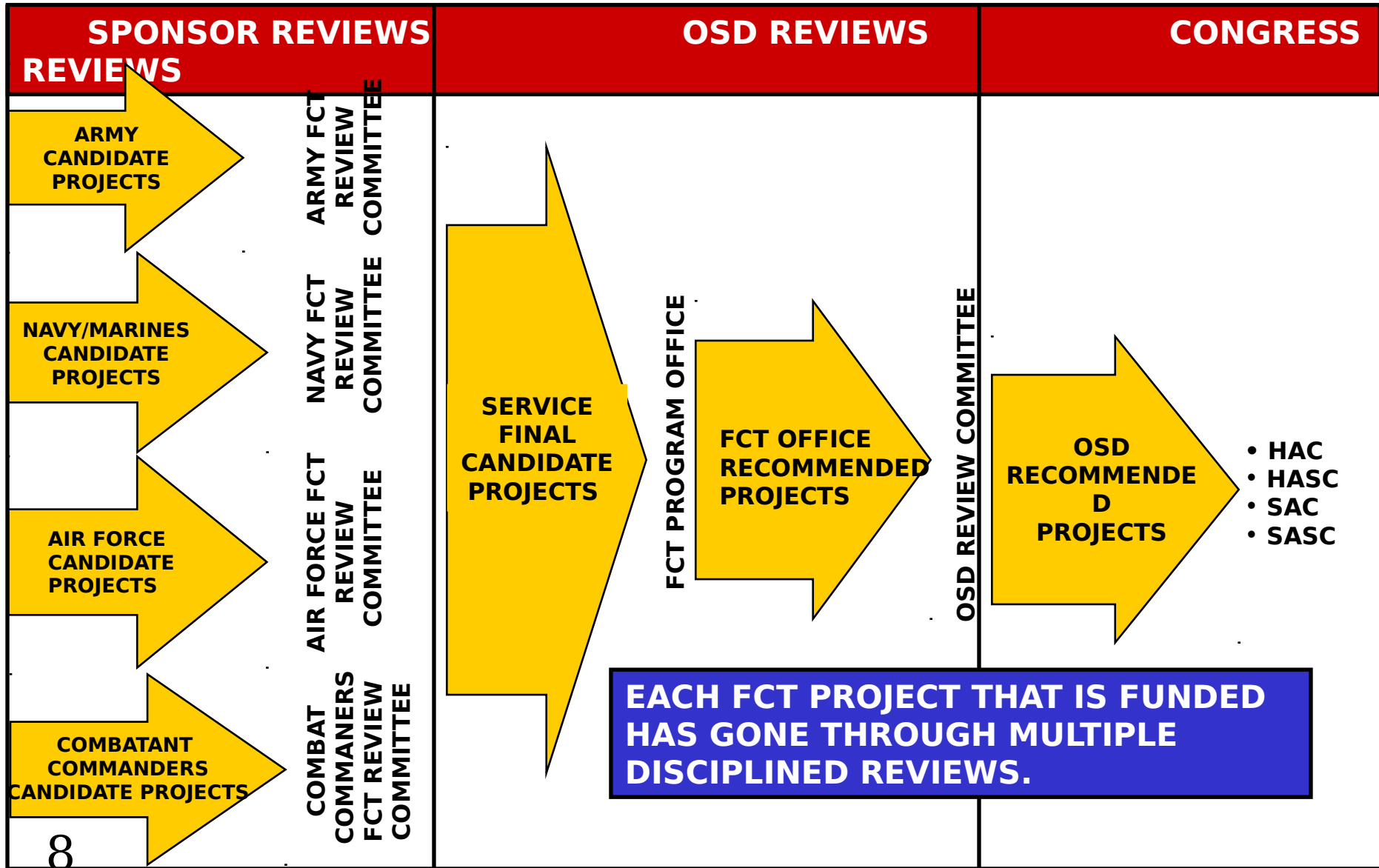
JUN-JUL

**PROJECTS APPROVED
AND FUNDED**



OCT / NOV

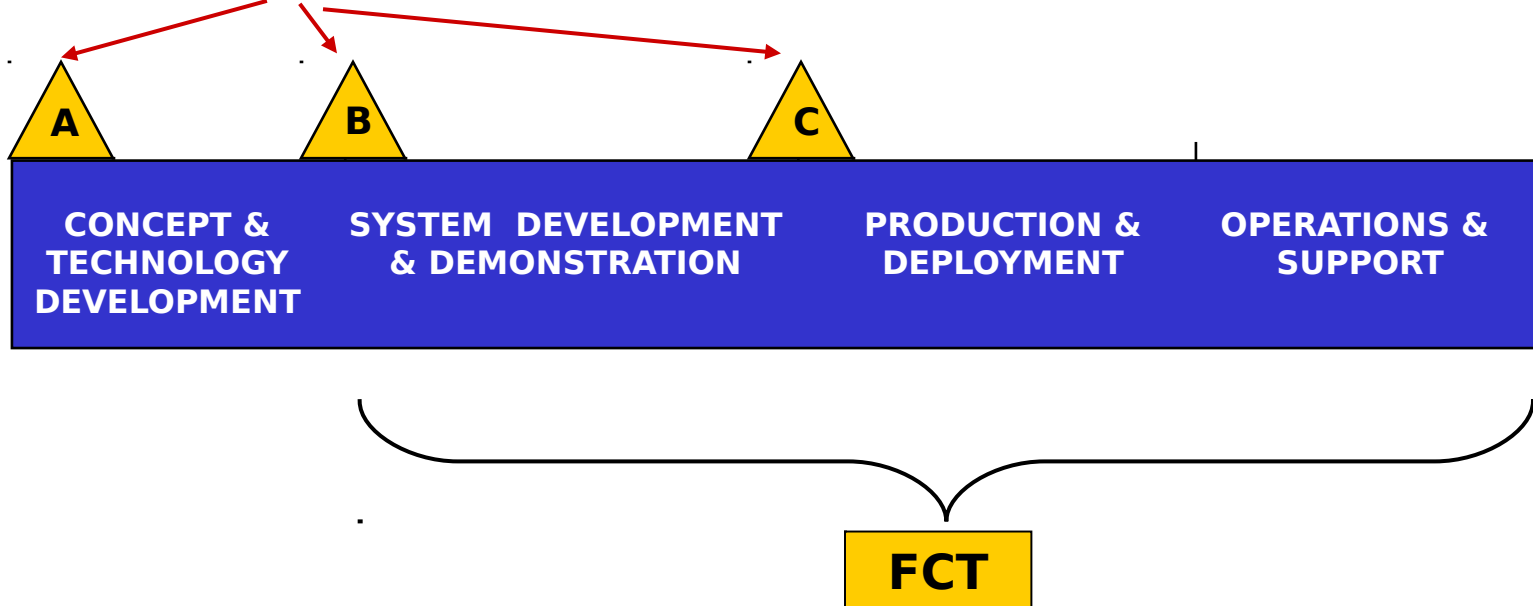
FCT PROJECT SELECTION PROCESS



FCT IN RELATION TO THE ACQUISITION CYCLE

TECHNOLOGY OPPORTUNITIES & USER NEEDS

PROCESS ENTRY AT MILESTONES A, B, OR C (OR WITHIN PHASES)



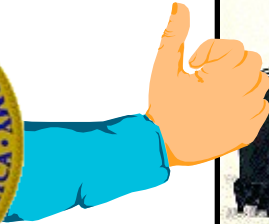
- **FCT IS FUNDED BY OSD(AT&L)**
- **FCT PROJECTS ARE CONDUCTED BY U.S. PROGRAM OFFICE**

FCT PROPOSAL EVALUATION

- ☒ **ENDORSEMENT FROM WARFIGHTER/USER**
- ☒ **VALID REQUIREMENT**
- ☒ **PROCUREMENT POTENTIAL**
- ☒ **MARKET INVESTIGATION (CBD)**
- ☒ **COST & SCHEDULE REALISM**
- ☒ **IN PRODUCTION**
- ☒ **COST/SCHEDULE/PERFORMANCE BENEFITS**
- ☒ **ACQUISITION STRATEGY/CONTRACTING ACTIVITY**
- ☒ **LOGISTICS CONSIDERATIONS**
- ☒ **PAST PERFORMANCE**

**BASIC ACQUISITION
PRINCIPLES**

FCT WINNING STRATEGY



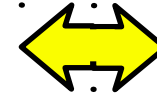
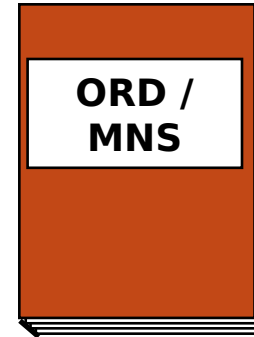
Small Unit Support Vehicle (Sweden)

USER ADVOCACY

SPONSOR/USSOCOM PROCUREMENT DOLLARS IDENTIFIED



SATISFY FORMAL REQUIREMENTS



*Versatile
Exercise
Mine
System
(UK)*



Survey

- ☐ Yes
- ☒ No
- ☐ Yes
- ☒ No
- ☒ Yes
- ☐ No

Survey

- ☒ Yes
- ☐ No
- ☒ Yes
- ☐ No
- ☒ Yes
- ☐ No

MARKET SURVEY OF U.S. AND FOREIGN SOURCES

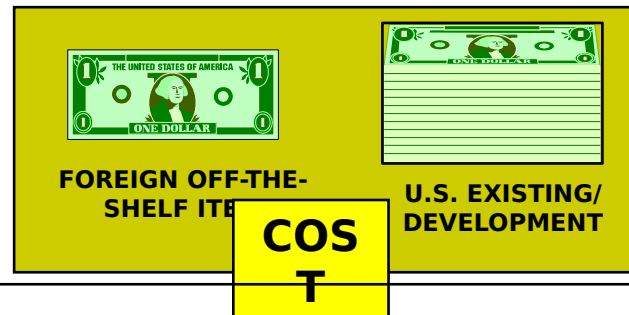
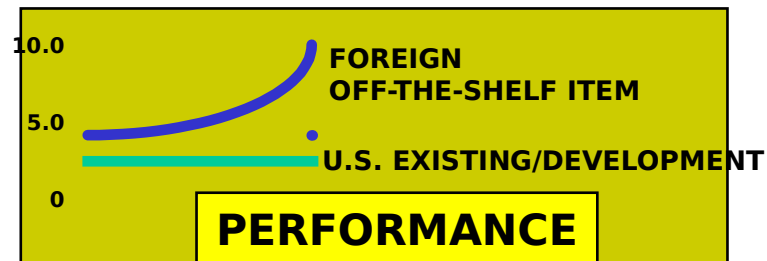
FCT WINNING STRATEGY (Con't)

ITEM IN PRODUCTION



**.50 CAL
Plastic
Training
Ammunition
(Germany)**

IDENTIFIABLE ADVANTAGE



IN USE BY FOREIGN COUNTRY



**Lightweight
CB
Protective
Garment
(UK)**

ACQUISITION STRATEGY, CONTRACT STRATEGY



THE UNDER SECRETARY OF DEFENSE
AND DEPARTMENT OF DEFENSE
WASHINGTON, D.C. 20301-0001



MAR 1 9 1996

MEMORANDUM FOR ACQUISITION EXECUTIVES OF TWO MILITARY DEPARTMENTS
AND USMC

SUBJECT: Foreign Competitive Test Program

Department of Defense (DOD) acquisition practices should encourage competition from U.S. and foreign sources. Defense articles which have completed development require testing prior to acquisition. The Foreign Competitive Testing (FCT) Program provides a process for testing defense articles of foreign countries alongside those of U.S. companies.

When a reasonable expectation of funding for production exists, FCT projects should be undertaken in accordance with the following guidelines:

- The intention to initiate a FCT project followed by procurement should be published in the Commerce Business Daily and full and open competition invited. In addition to outlining the FCT project, the announcement should state whether procurement of the successful candidate article is planned, and in what quantities, and in what time period procurement is anticipated.
- Sources responding to the announcement should be provided a solicitation that calls for proposals to include the prices for the articles to be tested, and prices options for production quantities.
- Procuring activities may, without further competition and on the basis of the solicitation and the offeror's proposal, contract for production of the successful test article.

Paul G. Kaminski

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**REASONABLE
EXPECTATION**

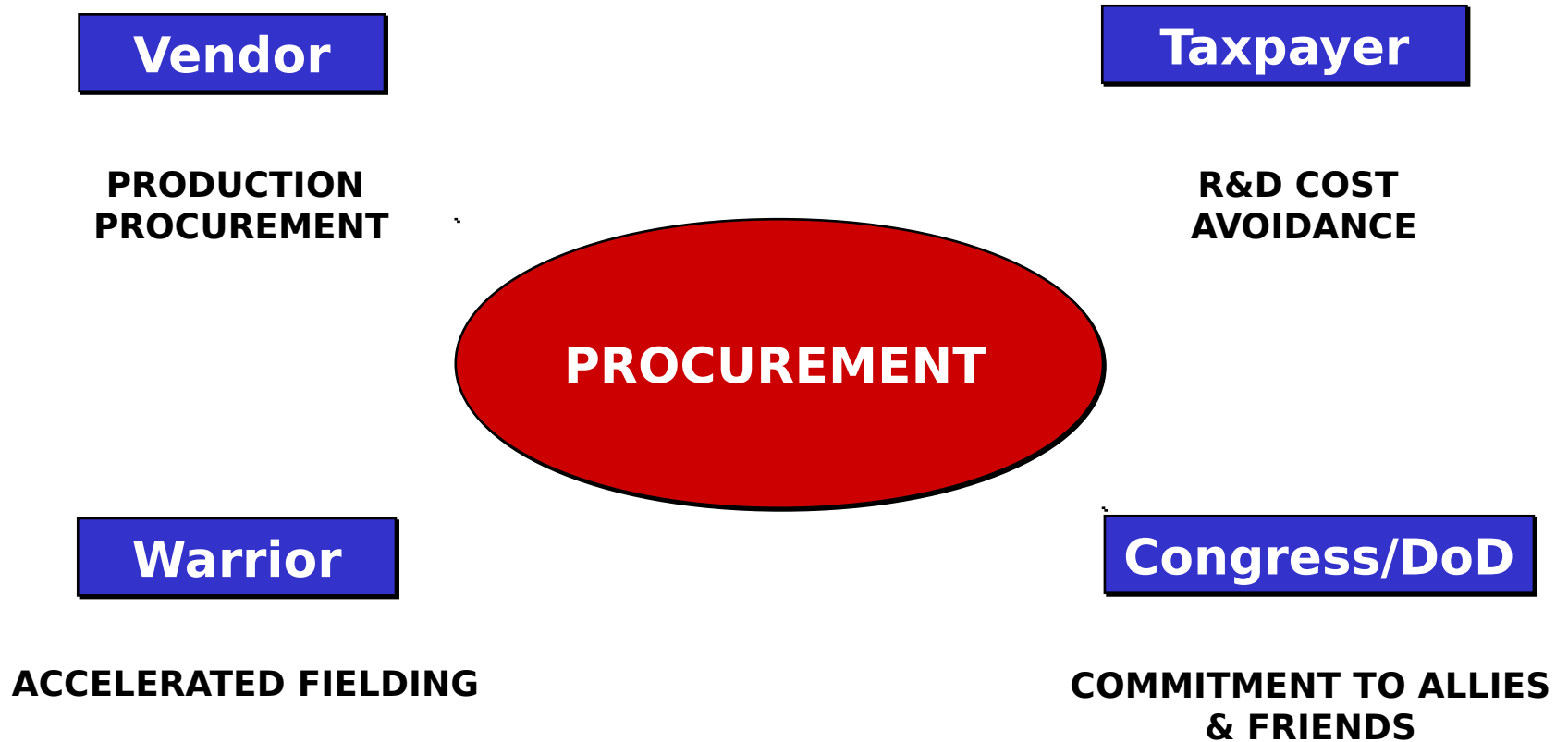
**REQUEST FOR
PROPOSALS**

PRICED OPTIONS

**WITHOUT FURTHER
COMPETITION**

**CRITICAL EVALUATION
CRITERIA FOR FCT
FUNDING**

MEASURES OF SUCCESS



FCT SUPPORTS THE WARFIGHTER



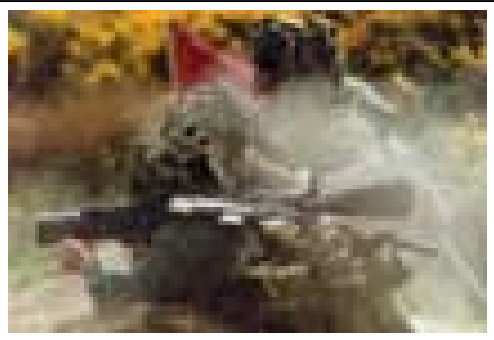
**Combat Support Boats -
Sava River, Bosnia**

**Man-Portable SATCOM System -
Sweden - Operation Iraqi
Freedom**



**Automatic Chemical Agent
Detector Alarm - UK - Operations
Enduring Freedom and Iraqi Freedom**

**Electronic Warfare Management
System - Denmark - Iraqi Freedom**



**AT- 4 CS - Sweden - Operations
Enduring Freedom and Iraqi Freedom**

**Eagle Vision Ground Station -
France, Canada - Operations
Enduring Freedom and Iraqi
Freedom**



EXAMPLES OF RECENT FCT PROCUREMENTS

PARACHUTE LEAFLET DELIVERY SYSTEM-CANADA-
USSOCOM-2004



EAGLE VISION SENSOR UPGRADES-FRANCE, CANADA
AIR FORCE-2004



MC-130H AERIAL REFUELING POD SYSTEM-UK-
USSOCOM-2004

HIGH RATE-OF-FIRE .50 CAL MACHINE GUN (M3M)-BELGIUM-
USMC-2004



EXPEDITIONARY AIRFIELD LIGHT-DUTY MAT SYSTEM-
FRANCE-NAVY-2003

MINE-PROTECTED CLEARANCE VEHICLE- SOUTH AFRICA
ARMY-2003



PROPHET GROUND TACTICAL-BASED SIGINT-UK-ARMY-2003



VLF/LF COMMUNICATIONS COMPOSITE BUSHING
REPLACEMENT-NAVY-SWITZERLAND-2003

7.62 MM LIGHTWEIGHT MACHINE GUN-BELGIUM-USSOCOM



HOW DO YOU GET INVOLVED?

- **ENGAGE YOUR EMBASSY OFFICIALS IN THE UNITED STATES, DEFENSE AND COMMERCIAL**
- **INVITE U.S. SERVICE REPRESENTATIVES TO CONFERENCES, SHOWS AND INDUSTRY TOURS IN YOUR COUNTRY**
- **MAINTAIN CONTACT WITH THE COMPARATIVE TESTING OFFICE**
- **WHEN YOUR INDUSTRY HAS AN EXCELLENT PRODUCT READY, SUBMIT A PROPOSAL**
- **CHECK THE FEDBIZOPPS FOR COMPETITIVE FCT ANNOUNCEMENTS: [HTTP://WWW.FEDBIZOPPS.GOV](http://www.fedbizopps.gov)**
- **WHEN YOUR INDUSTRY REPRESENTATIVES ARE IN THE U.S., SET UP AN APPOINTMENT FOR THEM TO MEET WITH US**

FedBizOpps

FedBizOpps Designated as Government wide Point of Entry for Procurement Opportunities

FedBizOpps (www.fedbizopps.gov) has been designated as the single source for federal government procurement opportunities that exceed \$25,000.

All agencies must use FedBizOpps to provide the public to access to notice of procurement actions over \$25,000.

FedBizOpps (Continued)

Answers to some Frequently Asked Question's:

Do NOT need password

Current and expired notices are displayed

User's manual available on the website

Takes up to 20 minutes for a new posting to show in the system

You may need AcrobatReader or WinUnzip

Procurements classified by Federal Supply Codes/Product Services Codes. See: <http://www.ecrc.scranton.edu/fsc-codes/fsc.html>

Can register to have e-mail notifications sent to you

Contact the GSA schedule POC to get on the GSA schedule